



# Food Systems Leadership Institute

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**SCOTT HUTCHINS**

DEPUTY UNDERSECRETARY

USDA RESEARCH, EDUCATION, ECONOMICS

OVER 15 MILLION SOLD

# THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE

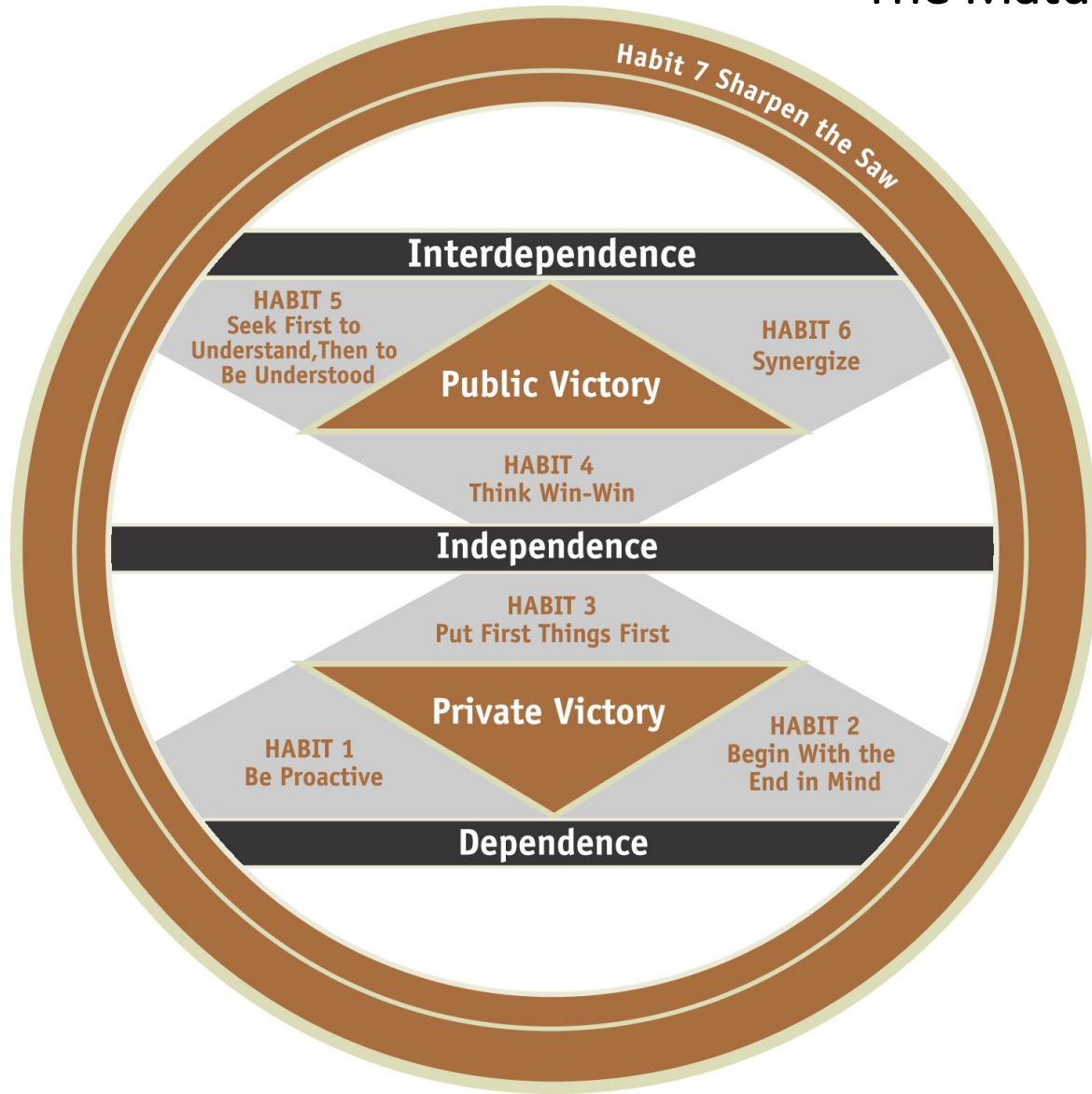
Powerful Lessons  
in Personal Change

With a New  
Foreword and  
Afterword  
by the Author

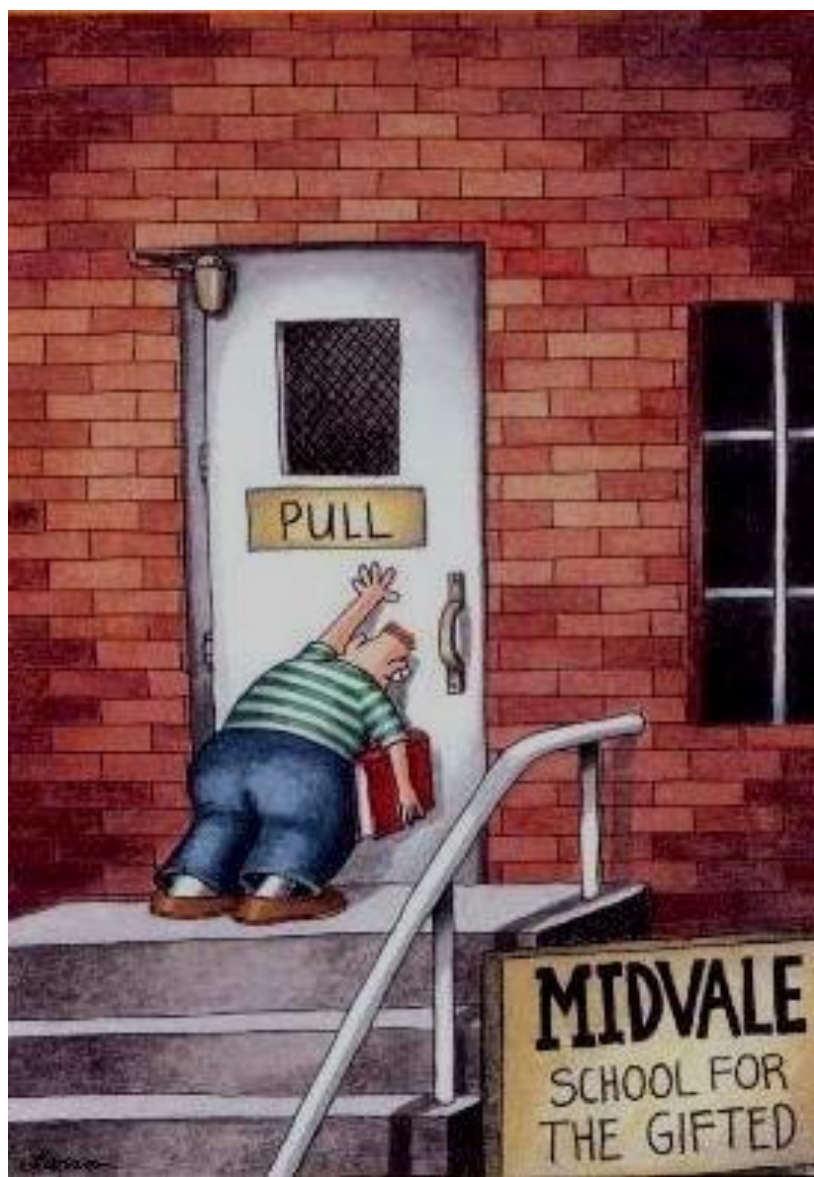
"A wonderful book that could change your life."  
—Tom Peters, bestselling author of *In Search of Excellence*

Stephen R. Covey

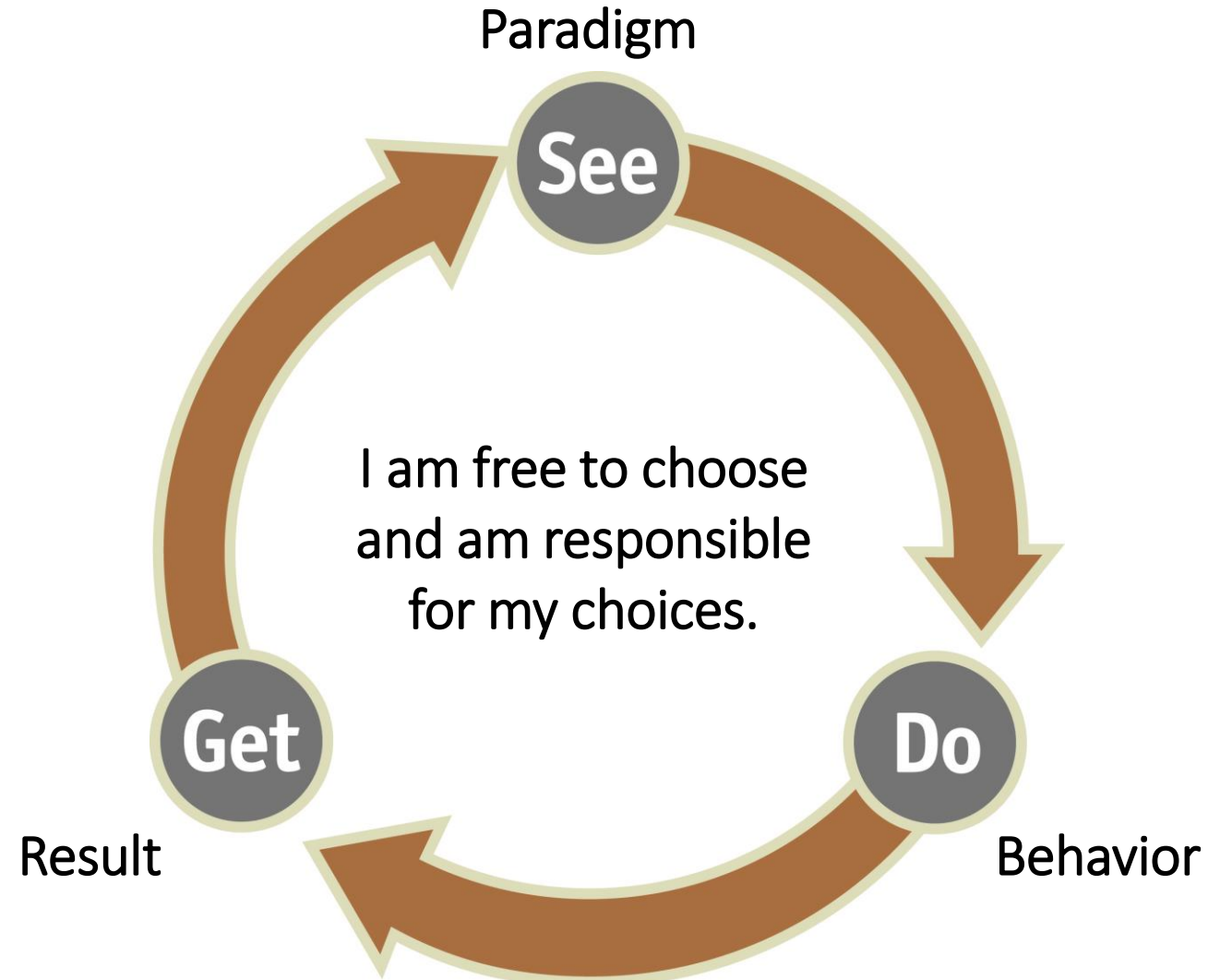
# The Maturity Continuum







## Habit 1: Be Proactive



<b>I decided to...</b>	<b>They made me...</b>
<b>I am going to...</b>	<b>I have to...</b>
<b>There's got to be another way...</b>	<b>It can't be done...</b>
<b>? _____</b>	<b>? _____</b>

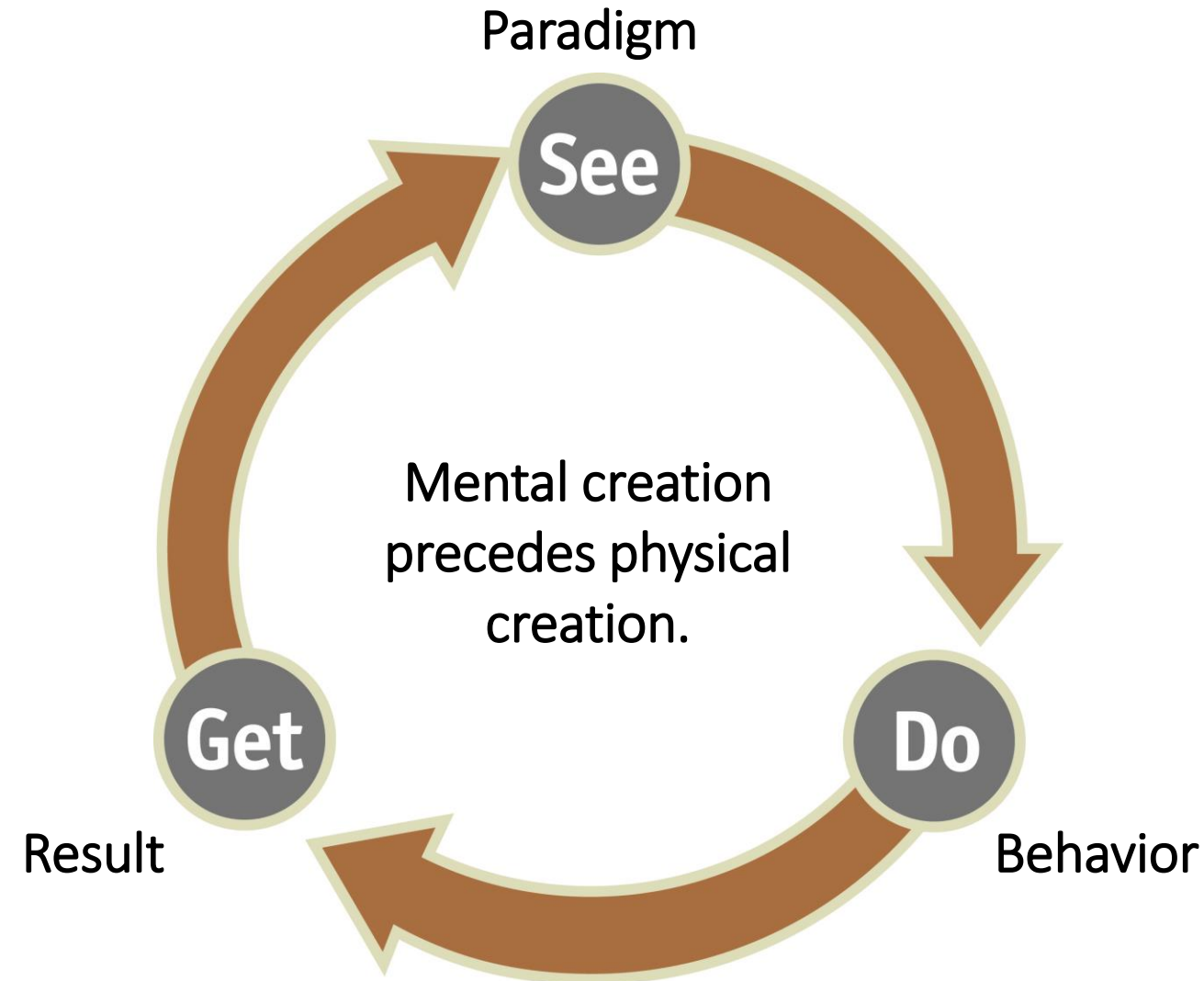
## Habit 1: Be Proactive



“People focus on things they can impact rather than on things they can’t.”

31%

## Habit 2: Begin with the End in Mind



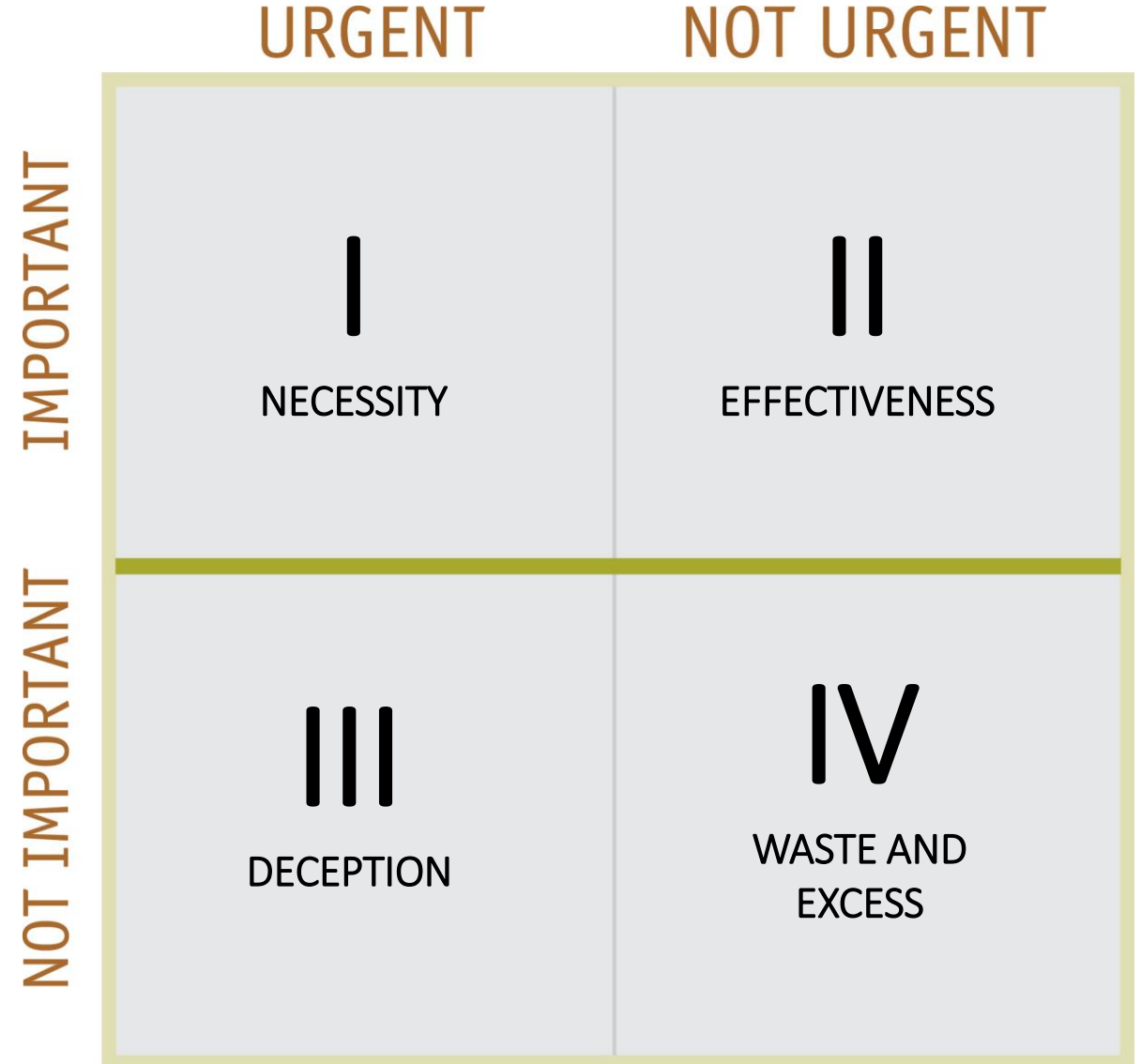
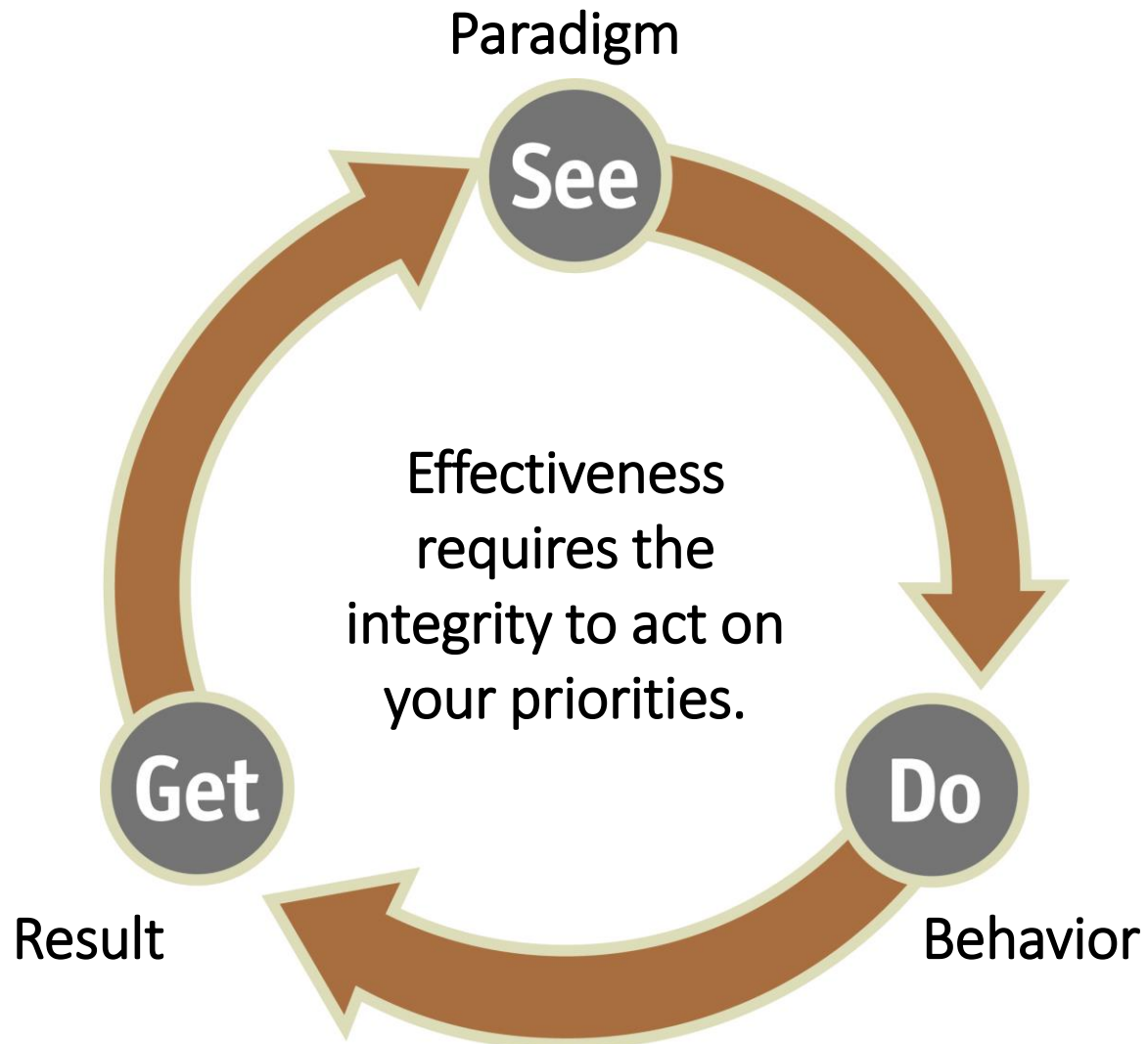
How many can state any of the top three goals of their organization?

**15%**

How many can tell you how well they are doing on their organization's top goals?

**12%**

## Habit 3: Put First Things First

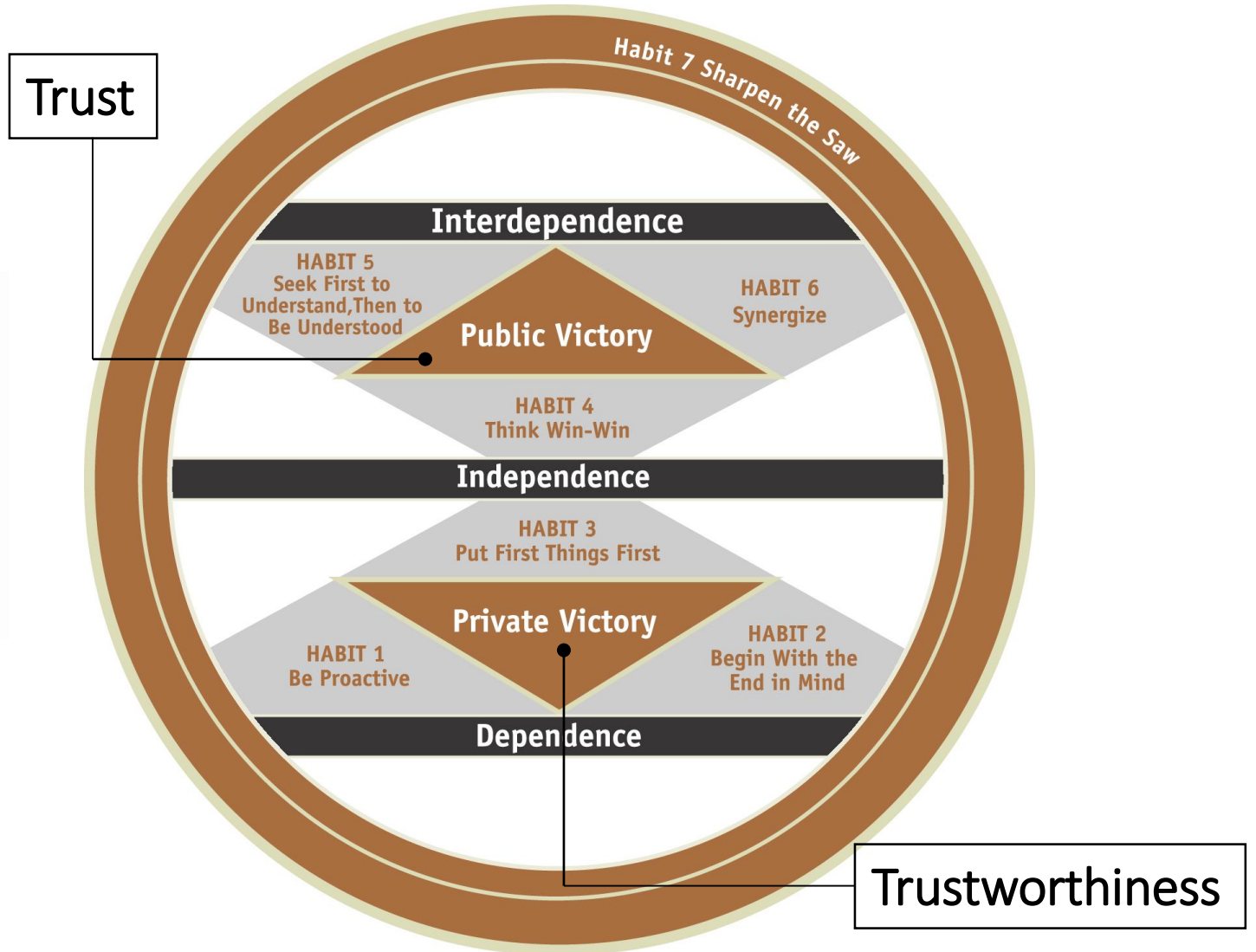




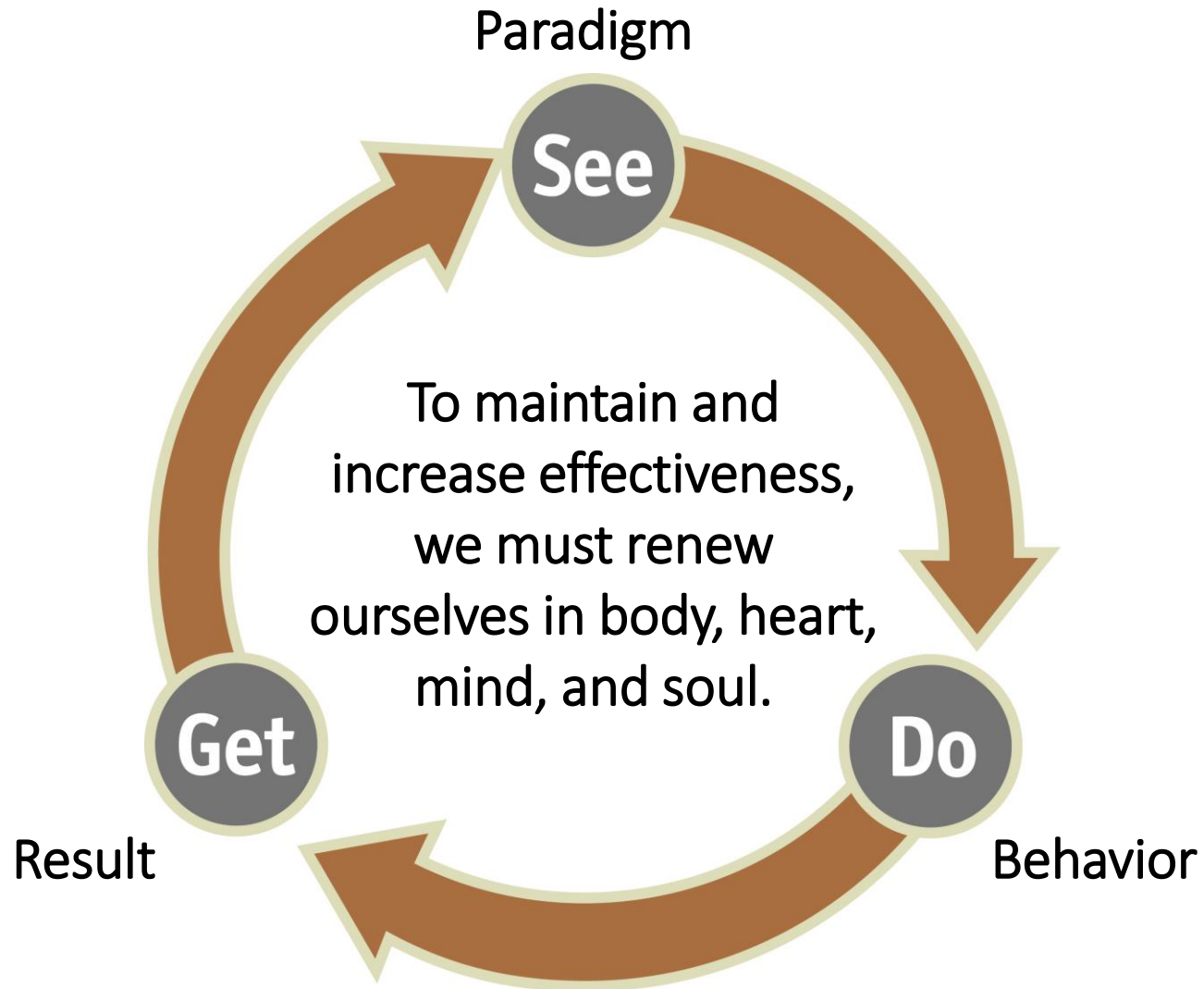
## Habits 4-6: Journey to Interdependence

*The Private Victory must precede the Public Victory. You can't invert that process any more than you can harvest before you plant.*

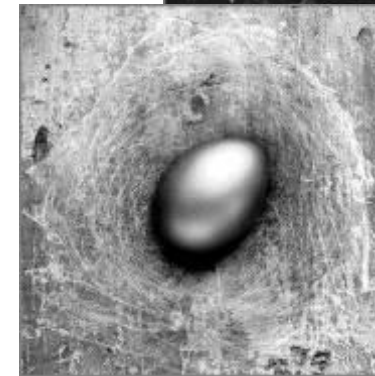
—Stephen R. Covey



## Habits 7: Sharpen the Saw and P/PC Balance



Production  
Capability



Production



Thank You and  
Congratulations!

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